

"There is a principle which is a bar against all information: which is proof against all argument and which cannot fail to keep a man in everlasting ignorance: this principle is contempt prior to investigation."

The Laughlin Non-Leakable Safety Fountain Pen

The only absolutely NON-LEAKABLE Fountain Pen on the market—and which also admits of regulating the flow of ink to meet the writer's requirements. The flow of ink from a fountain holder increases as the supply in the holder decreases. In our non-leakable safety pens the feeding device may be opened or closed to any degree desired instantly by simply turning Sleeve "A" to the right to open and to the left to close, the flow of ink being governed absolutely by the distance this knurled portion is from the end of section nozzle. The closer they are together the greater the flow—the more space between them the less flow.

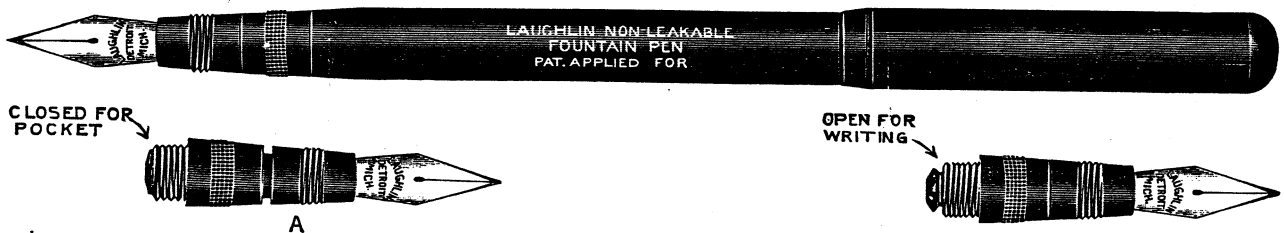
These styles make it possible for a lady to carry a fountain pen in her pocket book, handbag or valise with absolute confidence that it cannot leak.

Gentlemen who desire to carry a fountain pen in their white vest pocket, or to toss it carelessly into their trunk or valise, among their fine linen articles, may do so with absolute confidence that it will not or CANNOT leak.

An important feature of these pens is the fact that they CANNOT sweat—a common complaint against all other makes. Closing the feed likewise returns the surplus ink supply on pen and feed to the ink reservoir or holder by suction, and holds it there, until feed is opened—which action flushes the pen and feed again with ink by air pressure, causing ink to respond at once to the act of writing.

The objectionable features so common to other makes of fountain pens, are entirely overcome in this Laughlin New Departure.

The unusual demand upon us for these non-leakable styles make it possible for us to produce the same at but little increase in cost. We are, therefore, able to offer them at the following prices, which you will note are but little, if any, higher than the price asked by our competitors for the old-style leakable patterns:



PRICE OF THE LAUGHLIN NON-LEAKABLE SAFETY.

No. 2.—Long or short holder.....	\$2.50
No. 3.—Long or short holder.....	3.00
No. 4.—Long or short holder.....	3.50
No. 5.—Long or short holder.....	4.00
No. 6.—Long or short holder.....	5.00

The short style holders are very popular with people desiring to carry their pen in their vest pocket.

Any of the above sizes with handsome gold trimmings on holder, \$1.00 each extra.

Quantity, quotations and terms to the trade and selling agents supplied upon application.

These are splendid selling goods—and anyone giving the business earnest attention should do a splendid trade. The prices are popular and the goods the best of their kind on the market. Our new Non-Leakable Safety and Non-Leakable Safety Self Filler will appeal to any one wanting the VERY BEST and latest improved construction, and as every possible objection to former fountain pen construction is eliminated and every desirable feature embodied in these models, no time should be lost in beginning the work of selling these goods.

Address,

LAUGHLIN MANUFACTURING CO.
DETROIT, MICH.

LAUGHLIN Non-Leakable Safety Self Filling, Self Cleaning Fountain Pen



Cut Showing Sectional View of Self Filling Device.



Cut Showing Barrel Drawn Apart Exposing Pressure Bar, Ready for Refilling.



Cut Showing Barrel Closed Ready for Writing.

Description of non-leakable and ink flow regulating device given on first page will also apply to this self-filling safety.



FILLING THE HOLDER:

One straight downward pressure on the bar does the trick. No danger of inky fingers. No parts to be taken off and lost. Filled or cleaned instantly.

Dealers and users alike are enthusiastic over its merits.

Everywhere acknowledged the best Self Filling Fountain Pen on the market.

The barrel is lined with polished nickeled spring brass throughout its entire length, rendering it non-breakable and practicably indestructible.

The cleanliness, convenience and perfect working qualities of this pen are unequalled, and where once tried are never given up.

The attention of dealers whose Fountain Pen department has proved troublesome, is called to this new pen.

All the bad features in Fountain Pen construction are overcome.

OUR STRONG GUARANTEES

You may offer this Laughlin Safety Self Filling Pen to your trade upon the following terms:

- 1st. That we guarantee absolute freedom from flooding, sweating and all the numerous ills incidental to other makes of fountain pens.
 - 2nd If after using the Laughlin Self Filler for one month the customer is not satisfied and returns it free from breakage, you may refund his money, and we will refund purchase price upon return of pen to us.
 - 3rd We guarantee the sack or ink reservoir for two years and will replace free of charge any that show a defect in that time.
 - 4th That the pen in this holder is Solid Gold, 14Kt. fine.
- Made in five sizes, Black or Mottled holders,—any style of point.

No. 22, Ladies' Size \$3.00	} With wide Gold Band, 75c extra	No. 44, Standard Size \$4.00	} With wide Gold Band \$1.00 extra
No. 202, Standard Size 3.00		No. 55, " " 5.00	
No. 33, " " 3.50		No. 66, " " 6.00	

QUANTITY QUOTATIONS ON ABOVE SELF FILLING NON-LEAKABLE FOUNTAIN PENS

To the trade and to our selling agents, supplied upon application.

REGULAR and SPECIAL PATTERNS



No. 44-4 Comes in plain, $\frac{1}{2}$ chased, full chased, or assorted as desired **Price each net, \$1.00**

No. 44-5 Comes in plain, $\frac{1}{2}$ chased, full chased, or assorted as desired, and is similar to our 44-4 except that No. 44-5 is fitted with a size larger pen **Price each net, \$1.00**



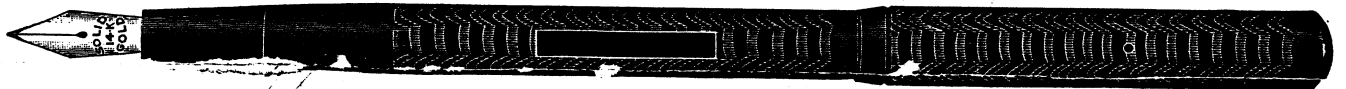
No. 45-2 Comes in plain, $\frac{1}{2}$ chased, full chased, or assorted as desired. **Price each net, \$1.00**



PRINCESS Comes in three styles of finish; plain, $\frac{1}{2}$ chased, full chased or assorted as desired. **Price each net, \$1.00**



COMPETITOR Comes in three styles of finish: plain, $\frac{1}{2}$ chased, full chased or assorted as desired. **Price each net, \$1.00**



SPECIAL IMPRINT No. 2. Name as desired. Choice of three styles of finish: plain, $\frac{1}{2}$ chased, full chased or assorted as desired, in not less than gross lots.



SPECIAL IMPRINT No. 4. Name as desired. Choice of three styles of finish: plain, $\frac{1}{2}$ chased, full chased or assorted as desired, fitted with No. 4 special gold pen, in not less than gross lots.

SPECIAL IMPRINT No. 5. Same as No. 4, except fitted with No. 5 Special Gold Pen.



No. 39 W Full 18Kt. Gold Filled Mounted. Fitted with large No. 5 special Gold Pen. **Price each net, \$5.00**



No. 39 G Full 18Kt. Gold Filled Mounted. Fitted with large No. 5 special Gold Pen. **Price each net, \$5.00**



No. 31 Full Pearl Mounted, with gold bands. Fitted with No. 5 special Gold Pen. **Price each net, \$2.50**



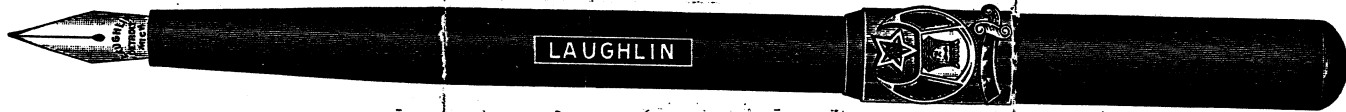
No. 38 Fitted with $\frac{3}{4}$ inch Gold Mounting as per cut.

Price each net, \$2.00



No. 40 Gold Mounted as per cut, fitted with large No. 5 special Gold Pen.

Price each net, \$2.00

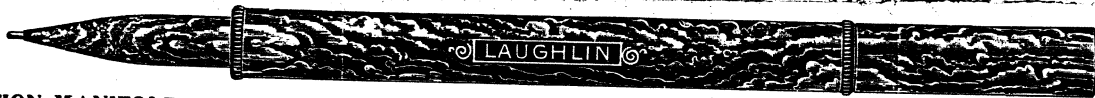


A full line of Emblem Goods. Heavy Gold Mounted $\frac{3}{4}$ inch band on cap with handsome raised Gold Emblem at following net prices each:

Elks \$4.50
K. of C. \$4.00
Eagles \$4.50
I. O. O. F. \$3.50

Blue Lodge \$3.50
K. of P. \$3.50
Moose \$3.50
Redmen \$4.00

Shriners \$4.00
Royal Arcanum \$4.00
Woodmen \$4.00
K. T. \$4.50



COMBINATION MANIFOLD and RULING PEN Plain black holder, platinum point.

Price each net, \$1.00



STERLING SILVER DEPOSIT FILIGREE HOLDER.

Net prices — each fitted with No. 2 pen \$2.50; fitted with large No. 5 special pen \$3.00. This is one of our best sellers, where a fine practical mounting is desired. This pen is usually retailed by the trade at \$4.00 to \$5.00 each.

Illustrations show full size of pen and holder. All goods fully guaranteed. Pens warranted full 14 kt. solid gold, hard iridium point and finest grade. Material, style and workmanship guaranteed strictly high grade and first quality.

The low prices quoted on the attractive designs illustrated upon this and the preceding page of this circular, is with a view of quickly closing out the large stock of these patterns we made up, previous to bringing out the Safety style pens referred to upon pages 1 and 2 of this circular. The Safeties referred to have proven so complete a success and so much in demand that we have decided to devote our entire facilities to their manufacture in the future. And until our present stock of regular and special patterns shown upon this and the preceding page are exhausted, we are prepared to quote the trade and our selling agents attractive quantity prices on these regular and special patterns upon application.

LAUGHLIN MFG. CO., Detroit, Mich.